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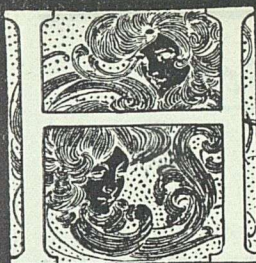
The bordering jungle

The sonorous names

The stories of former uprisings

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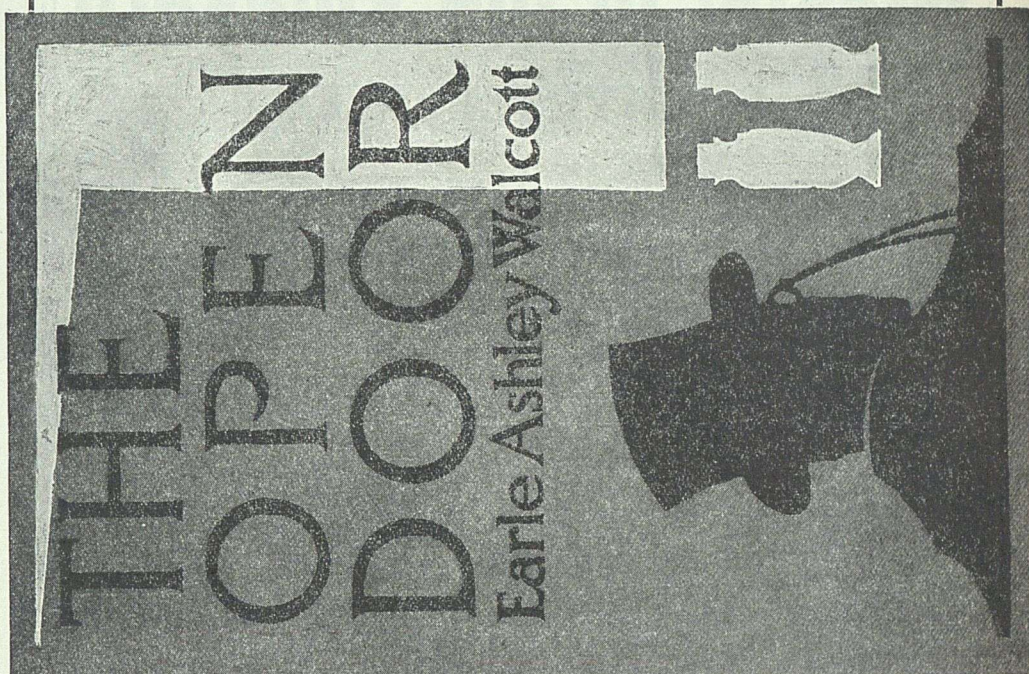
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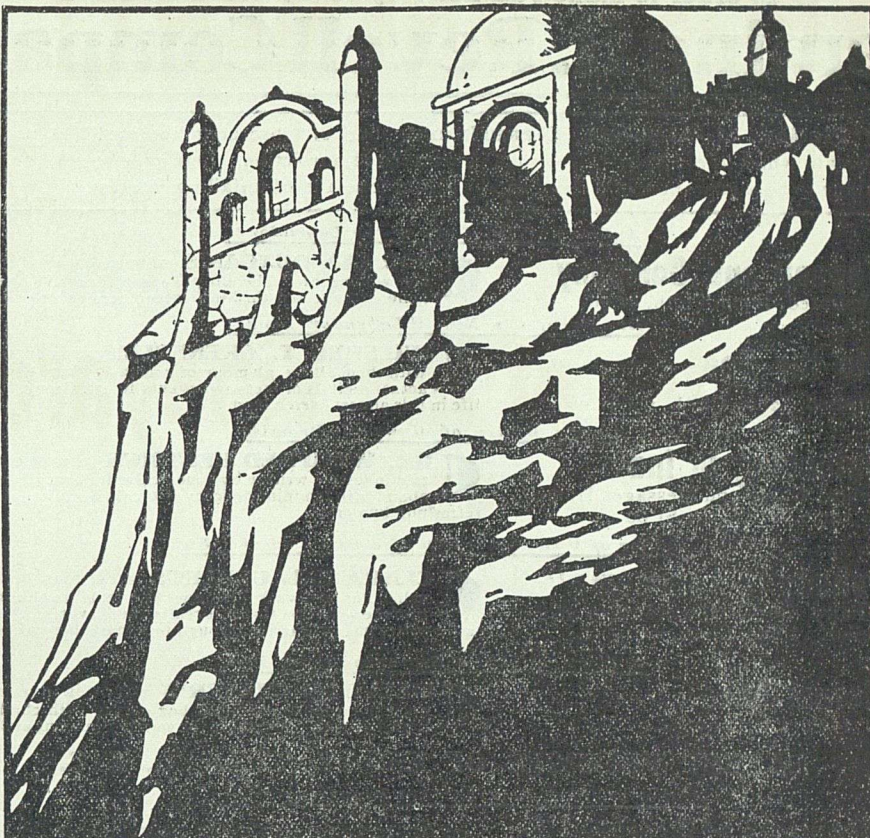
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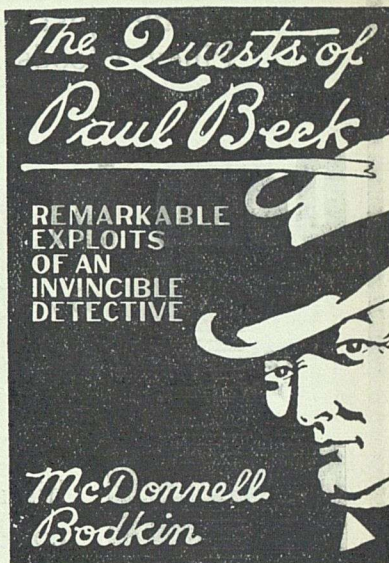
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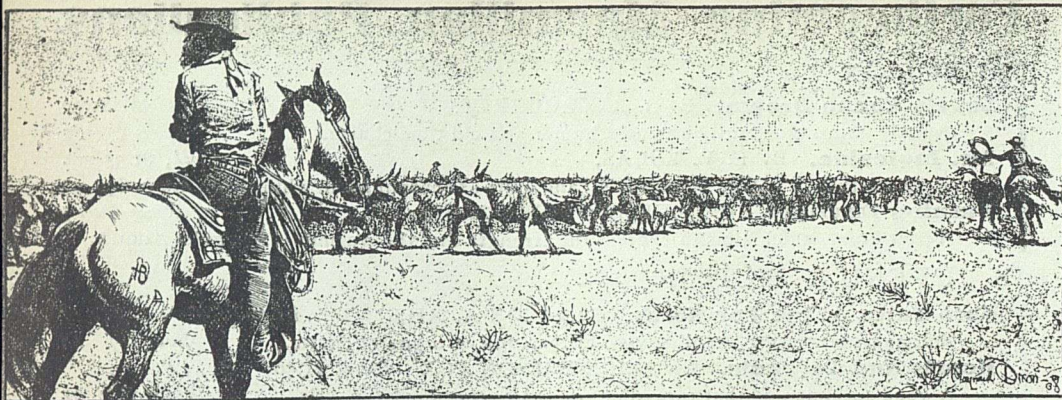
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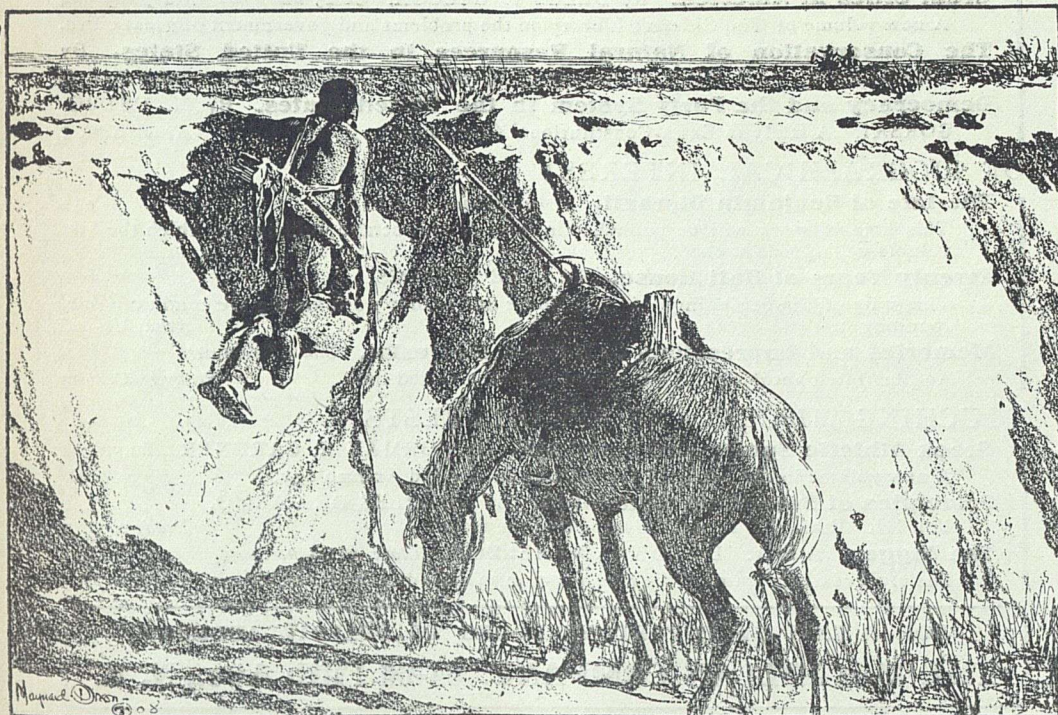
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The Publishers' Weekly

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Advertising copy should reach us Tuesday noon—earlier, if proof is desired out-of-town. Forms close Thursday noon.

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R. R. BOWMAN, Editor and Publisher.

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NOTES IN SEASON.

BOBBS-MERRILL COMPANY report continued large sales of Henry Russell Miller's "The Man Higher Up," the story of a tenement waif who rose to the governorship of a great State.

THE FLEMING H. REVELL COMPANY publish this week a new story by Norman Duncan entitled "Billy Topsail and Company," which is the continuation of the adventures of Billy Topsail of fragrant memory to boys who love adventure. Also a collection of stories by

Dr. Grenfell, entitled "Down to the Sea," full of the grim adventures of the Labrador Coast. The latter is illustrated with pictures from the doctor's own camera.

"THE MAN AND THE DRAGON" is the title of a new September novel from the pen of Alexander Otis, whose first book, "Hearts Are Trumps," was one of the fictional successes of 1909. "The Man and the Dragon" depicts the struggle of the young editor of the Carthage News against a political boss on the one hand, and a ring of traction magnates on the other. Through the plot there runs a charming love story. Little, Brown & Co. will publish Mr. Otis' novel.

G. P. PUTNAM'S SONS have been obliged to postpone the publication of Myrtle Reed's "Master of the Vineyard" to September 15, owing to the exceptionally heavy advance orders. On September 28 they will publish "The Mistress of Shenstone," by the author of "The Rosary." Although a story complete in itself, the new story again lets us meet Myra (the mistress of Shenstone), Jane and other old friends.

IN CONNECTION with the great National Conservation Congress, held this week at St. Paul, Doubleday, Page & Company call the attention of the trade to the timely publication on September 8 of "The Fight for Conservation," by Gifford Pinchot. That the book is authoritative the author's name alone will insure; that it gives in the briefest compass a complete survey of the whole subject as it exists to-day in the United States will be seen by an examination of this vitally important little volume.

ON SEPTEMBER 16 Dodd, Mead & Company will publish George Barr McCutcheon's new novel, "The Rose in the Ring," a circus story and quite up to Mr. McCutcheon's best—"nuff said;" "The Open Door," a mystery story whose scenes are laid in San Francisco, by Earle Ashley Walcott, the author of "Blindfolded;" Russell Sturgis's "Artist's Way of Working in the Various Handicrafts and Arts of Design," a new popular edition of a former \$15 work; and Jane Barlow's well-known "Irish Idylls," illustrated by photographs by Clifton Johnson, who knows perhaps better than any other to seize with his camera the *spirit* of a countryside.

THE publication date of "Forbidden Ground," by Gilbert Watson, which is to be published this fall by John Lane Company, has been deferred to September 9, owing to the numerous advance orders. This story is attracting considerable attention from those who care for good literature, and it will be found that Mr. Watson, like W. J. Locke, can write real literature and at the same time appeal to the average novel reader. The scene of "Forbidden Ground" is in Albania, a country little known to most readers of fiction. The action occurs chiefly in the monastery of Barlaam, which is the scene of many stirring experiences. The novel is a distinct departure from Mr. Watson's other books.

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. All books sent, unless of slight importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. after the date indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

• Sizes are designated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Pt. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

Alcott, Louisa May. The Louisa Alcott story book; ed. for schools by Fanny E. Coe; with a biographical sketch of Miss Alcott. Bost., Little, Brown, 1910. c. '77-'10. 19+202 p. front. S. cl., 50 c. net.

Selections from Miss Alcott's books arranged for supplementary reading. Bibliography (2½ p.).

Ames, Fisher, jr. By reef and trail; Bob Leach's adventures in Florida; il. by C: Livingston Bull. N. Y., Scribner, 1910. c. '90, '10. 8+312 p. D. cl., \$1.50.

Formerly published by Brown & Page. For notice see "Weekly Record," P. W., Nov. 13, 1909, [1342.]

Augustine, St. The confessions of Saint Augustine; tr. by E: Bouverie Pusey; ed. by Temple Scott; il. by Maxwell Armfield; with an introd. by Alice Meynell. N. Y., Stokes, [1910.] 16+326 p. O. cl., \$2 net.

Benson, E: Frederic. The Osbornes. N. Y., Doubleday, Page, 1910. c. 339 p. D. cl., \$1.20.

A rich manufacturer of Sheffield, and his delightful wife, homespun grow rich, are knighted and spend their time getting among rich, titled people and learning to do as they do. They travel and their experiences are told in the best manner of the writer of "Dodo," "The climbers," etc. Success does not spoil these whole-souled, generous people; they forgive and forget all the wrong done to them and help make their sons and their wives happy.

Bindloss, Harold. The boy ranchers of Puget Sound; with 8 il. by Edn. Megargee. N. Y., Stokes, [1910.] c. 326 p. D. cl., \$1.50.

The story of two boys who learn all the ins and outs of ranching on Puget Sound and have stirring adventures among opium smugglers and Chinamen.

Blanchard, Amy Ella. The four Corners in camp. Phil. Jacobs, [1910.] c. 379 p. pls. D. (Corner ser.) cl., \$1.50.

In this book the four Corners are having a good time at Camp Happiness, in the Maine woods. Jack gets into her usual scrapes, Jean's great interest in the "spreads" and good camp fare, Mary Lee shows her usual sound, common sense, and Nan surprises them all by an embryo love affair.

Bland, Mrs. Edith Nesbit, ["Mrs. Hubert N. Bland.] Harding's luck; with 16 full-page il. by H. R. Millar. N. Y., Stokes, [1910.] c. 308 p. D. cl., \$1.50.

By the author of "The Would-be-Goods," "The treasure seekers," etc. A delightful story, half fairy, half real life of how Dicky Harding, a poor little lame boy living at New Cross, London, was almost made a burglar, how he spent a year with tramps, of his magic seeds which gave him the power to slip back in history five hundred years, and of the Mouldiewarp, the Mouldierwarp, and the Mouldiestwarp, and some thoroughly lovable children that Dicky met.

Bodkin, McDonnell. The quests of Paul Beck; il. by Ernest Prater. Bost., Little, Brown, 1910. 11+307 p. D. cl., \$1.50.

Detective tales. Paul Beck being the unraveller of the mysteries. Contents: The voice from the dead; Trifles light as air; Drowned diamonds; The Spanish prisoner; The murder on the golf links;

The rape of the ruby; The ship's run; Driven home; Twixt the devil and the deep sea; The unseen hand; His hand and seal; Quick work.

Burroughs, W. Dwight. The wonderland of stamps; with 200 illustrations. N. Y., Stokes, [1910.] c. 18+238 p. D. cl., \$1.50.

In this book a good-natured uncle with a large stamp collection tells his nephews and nieces about the veritable wonderland it discloses. He describes the birds and animals from the antelope of Rhodesia to the zebra of Madagascar, the old Greek games, bits of United States and foreign history, curious islands, small records of big wars, a miniature edition of Don Quixote, the ancient myths, thumb-nail maps, Christmas stories, ships and locomotives of all descriptions—all pictured on postage stamps of various countries. The book is fully illustrated with reproductions of the stamps described. Index.

Buttner, J. L., M.D. A fleshless diet; vegetarianism as a rational dietary. N. Y., Stokes, [1910.] c. 287 p. D. cl., \$1.35 net.

Gives the results of an investigation of diet by a physician and operating surgeon. The subject is considered from the anatomical side, and experiments with athletes and those leading a sedentary life are described. There are chapters on vegetarianism in disease and surgery, and tables of diets and statistics of all kinds bearing on the subject. Man was not designed to be a meat eating creature and is better physically if he restricts himself almost altogether, if not absolutely, to a vegetable, milk and egg diet, is the book's conclusion.

Carpaccio, Vittore, and Giorgione (Giorgio Barbarelli). The masterpieces of Carpaccio (active 1478-1522) and Giorgione (1478-1510); 60 photographs reproducing the principal works of these artists. N. Y., Stokes, [1910.] 66 p. T. (Painters' ser.) leath., 75 c. net; pap., 25 c. net.

Cell (The) of self-knowledge: seven early English mystical treatises printed by H: Pepwell in 1521; ed., with an introd. and notes, by Edm. G. Gardner. N. Y., Duffield, 1910. 27+134 p. front. S. (New medieval lib.) pigskin, \$2 net, boxed.

Contents: I. A very devout treatise, named Benjamin, of the might and virtues of man's soul, and of the way to true contemplation, comp. by Richard of Saint Victor; II. Divers doctrines devout and fruitful, taken out of the life of that glorious virgin and spouse of Our Lord, Saint Katherin of Scenes; III. A short treatise of contemplation taught by Our Lord Jesu Christ, or taken out of the book of Margery Kempe, ancess of Lynn; IV. A devout treatise comp. by Master Walter Hylton, of the song of angels; V. A devout treatise called the Epistle of prayer; VI. A very necessary epistle of discretion in stirrings of the soul; VII. A devout treatise of discerning of spirits, very necessary for ghostly livers.

Chambers, Rob. W: Ailsa Paige; a novel. N. Y., Appleton, 1910. c. 502 p. pls. D. cl., \$1.50.

The story concerns itself chiefly with three characters, Ailsa Paige, a very young widow living quietly in New York; a young man known as Philip Berkeley; and Colonel Arran, a member of an old and distinguished New York family. Berkeley one day discovers from some old letters that not only the good name of his mother is under a shadow, but that his own birthright is in doubt. Stunned and heartbroken, he enters upon a life of lawlessness

that almost reduces him to a state of degeneration. It is his uplift from this animal state to a high plane of human development, brought about largely by the devotion of Ailsa Paige and the incidents of the war, that furnishes the theme of the story. The period of the story is the first year of the Civil War, the scenes of its setting are New York, the Army of the Potomac camp outside Washington, and the Seven Days' Battle.

Chatterbox for 1910; founded by J. Erskine Clarke. Bost., Estes, [1910.] c. '78-'10. 412 p. O. cl., \$1.75; bds., \$1.25.

Cicero, Marcus Tullius, and Sallustius Crispus, C. Selected orations and letters of Cicero, to which is added The Catiline of Sallust; with historical introd., an outline of the Roman constitution, notes, vocabulary and index, by Harold Whetstone Johnston; rev. by Hugh MacMaster Kingery. Ten oration ed. Chic., Scott, Foresman, [1910.] 120 p. pls. plans, D. (Lake classical ser.) cl., Six oration ed., \$1; Ten oration ed., \$1.25; class-room text, gratis.

Coker, F. W. Organismic theories of the state; nineteenth century interpretations of the state as organism or as person. N. Y., Longmans, Green, 1910. c. 209 p. O. (Columbia Univ. studies in history, economics and public law.) pap., \$1.50.

The union of psychic and organic in describing the state as a "functional system within the social organism" is the basic theory of this book. The attitude toward the state of such philosophical writers as Hegel, Schelling, Krause, Ahrens, Waitz, Rohmer, Volgraff, Stahl, Stein, Comte, Spencer, Worman, etc., is set forth, with the heart of their theories on this special subject. The author is instructor in politics at Princeton University; sometime Fellow of Political Philosophy of Columbia University. Bibliography (5 p.).

De Bary, R. Franciscan days of vigil: a narrative of personal views and developments. N. Y., Longmans, Green, 1910. 10+7-230 p. D. cl., \$1.50 net.

From a strongly Catholic attitude, by his bent of mind and independence of logic, the writer was led into what is now called "Modernism." It was a conflict "against Roman monopolistic claims," and the general process may be summed up in the author's own words: "I was faced with a choice of either walking blindfold toward disaster, with an unquestioning and implicit faith and obedience that drew body and soul to the verge of the abyss, or else of discovering such an individual manner of understanding the divine truths of revelation, salvation and atonement, that these divine realities would truly purport revelation, salvation, and atonement in my own experience."

Dimock, Anthony Weston. Dick among the Lumberjacks; with 32 half-tone il. from photographs by J. A. Dimock. N. Y., Stokes, [1910.] c. 300 p. (Boy explorers ser.) cl., \$1.50

The adventures of Dick and his chum Ned in the great forests of Canada. They are sent north by Ned's father and find themselves admitted to a band of manly young surveyors and foresters working for a lumber company and known as "forestry freaks" because of their adventurous escapades.

Dodd, Mrs. Anna Bowman Blake. Falaise, the town of the Conqueror. [New ed.] Bost., Little, Brown, 1910. c. '00. 10+285 p. il. D. cl., \$1.50 net, boxed.

For notice see American Catalog, 1900-'04, v. 2, '00.

Drake, S. Adams. A book of New England legends and folk lore in prose and poetry. New and rev. ed.; with numerous illustrations. Bost., Little, Brown, 1910. c. '83. '01. 16+477 p. O. cl., \$1.50 net, boxed.

Farrar, F. A. Old Greek nature stories; with 32 exquisite plates after the masterpieces of painting and sculpture in the principal galleries. N. Y., Crowell, [1910.] 256 p. O. cl., \$1.50 net.

This collection of Greek mythological tales is so arranged that they are grouped around the natural phenomena from which they originated. The book will be found very helpful to teachers of nature study.

Fetherston, Rev. Sir G. Ralph. Secret signatures of my friends. N. Y., Stokes, [1910.] no paging, S. (Thumb-o-graph ser.) cl., 50 c. net.

A novel variation of the autograph album idea, the names all appearing backwards, having been transferred to the blotting pages, from note-paper.

Fraser, E. "Bellerophon," "the bravest of the brave"; with numerous illustrations. N. Y., Stokes, [1910.] 16+356 p. O. cl., \$2.

The story of the ship that bore Napoleon into exile at St. Helena. The "Bellerophon" was for years the grand old man-of-war of the British navy. She saw twenty-two years of continuous war service, fought under Nelson at Trafalgar and the battle of the Nile, as well as on many other occasions, and had a part in taking thirty-nine ships of the line and fourteen other ships of war.

Frothingham, R. The rise of the republic of the United States. 10th ed. Bost., Little, Brown, 1910. c. '00. 22+640 p. O. cl., \$2.

Gask, Lilian. True stories about dogs; il. by E. S. and Dorothy Hardy. N. Y., Crowell, [1910.] 280 p. O. cl., \$1.50.

All the stories are based on fact and children who love dogs will find much to interest them in the book.

Gaskell, Mrs. Eliz. Cleghorn Stevenson. Cranford. Holiday ed. Bost., Houghton Mifflin, [1910.] 247 p. por. D. hf. leath., \$1.10 net.

Giotti di Bondone. The masterpieces of Giotto (1276-1336); 60 reproductions of photographs from the original paintings, affording examples of the different characteristics of the artist's work. N. Y., Stokes, [1910.] 65 p. T. (Painters' ser.) leath., 75 c. net; pap., 25 c. net.

Greuze, Jean Baptiste. The masterpieces of Greuze (1725-1805); 60 reproductions from the original paintings, affording examples of the different characteristics of the artist's work. N. Y., Stokes, [1910.] 66 p. T. (Painters' ser.) leath., 75 c. net; pap., 25 c. net.

Grimm, Jakob Ludwig Karl and Wilhelm Karl. Grimm's fairy tales; selected and retold by Githa Sowerby; with 12 il. in colour by Millicent Sowerby. N. Y., Stokes, [1910.] 15+255 p. O. cl., \$2 net.

Handsomely bound and illustrated collection of these favorite tales.

Gronau, G.; comp. Masterpieces of sculpture; 120 examples. [In 2 v.] v. 1, From the earliest times to Michelangelo; v. 2, From Michelangelo to the present day. N. Y., Stokes, [1910.] 64; 64 p. T. pap., ea., 25 c.

Haggard, H. Rider. Queen Sheba's ring; il. by Sigurd Schou. N. Y., Doubleday, Page, 1910. c. '09. 5+326 p. col. front. D. cl., \$1.50.

Dr. Richard Adams, in searching for his son Roderick, who had been captured by Mahdi tribesmen when a boy, discovers that he is held by the Funj, an unknown race of natives in North Central

Africa, whose idol is a huge sphinx. They believe that if the idol is destroyed the nation must flee. He obtains this information from the mysterious queen of the neighboring Abati, Maqueda, who gives him a ring, believed to have come down from the Queen of Sheba herself. With this beginning Mr. Rider works out a novel in the style of his "She" and "Ayesha."

Hall, Eliza Calvert, [*pseud.* for Mrs. Lida Calvert Obenchain.] Sally Ann's experience; with front. by G. Patrick Nelson and decorations by Thdr. B. Hapgood. Bost., Little, Brown, 1910. c. '98-'10. 12+45 p. D. cl., 50 c. net.

Readers of "Aunt Jane of Kentucky" are familiar with the tale of how the redoubtable Sally rebuked the men of the Goshen church for presuming to judge the woman treasurer of the Mite Society who temporarily borrowed the Society's funds when her daughter was dying in Louisville, and Jacob, her stingy husband, refused her carfare. The story is here printed separately in gift-book form. The reason for its writing is told in the author's introduction.

Hammarström, Nanny. The adventures of two ants, told by Nanny Hammarström; tr. from the Swedish by A. E. B. Fries. N. Y., Stokes, [1910.] c. 5+79 p. il. O. cl., \$1.

In this book an ant tells the story of her first summer, from the time she was cased in an egg until it was time to go to sleep for the long winter night underground. It is not a fairy story, but is exactly what an ant would probably tell if she could talk. All the events are accurate natural history.

Hilkey, C. J. Legal development in colonial Massachusetts, 1630-1686. N. Y., Longmans, Green, 1910. c. 148 p. O. (Studies in history, economics and public law.) pap., \$1.25.

The individuality of the application of law shown in early Massachusetts over the other colonies who claimed the English common law as their birthright, and adopted so much of it as was applicable to existing conditions, is studied in this essay. Here the force of English law was denied, and the present study deals with the period of the first charter, and its independent development as applied to those early times. The author was sometime University Fellow in Constitutional Law of Columbia University. Bibliography (3 p.).

Hill, Rob. Tudor. The public domain and democracy; a study of social, economic and political problems in the United States in relation to western development. N. Y., Longmans, Green, 1910. c. 240 p. O. (Columbia Univ. studies in history, economics and public law.) pap., \$2.

With regret that the "formal democracy in America has had such small opportunity to secure a proper balance before it has been brought face to face with such problems as those which the opening-up of the West" have produced the author considers different aspects of the Westward movement. Early movements prior to 1880; Character of government; Pulsations of advance; Western population—types. He considers the public land policies and the different acts and systems governing them; the democracy and individualism of the West; Individualism of the public domain, and he concludes with a summary of the problems and propositions as to their solutions.

Hind, C. Lewis. Watteau; il. with 8 reproductions in colour. N. Y., Stokes, [1910.] 9+11-80 p. O. (Masterpieces in colour.) bds., 65 c. net; leath., \$1.50 net.

Hobson, R. L. Porcelain: oriental, continental and British; a book for handy reference for collectors; il. with 49 plates. N. Y., Stokes, [1910.] 16+245 p. front. in col. O. cl., \$2.15 net.

The technical and general historical sides of the

subject are treated in compact form. The author then describes at greater length the Chinese and Japanese wares and all the important European porcelains, with sections on Sevres and Worcester. The illustrations are of carefully selected specimens from all over the world, and tables of manufacturers' and artists' marks are included. Index.

Hogarth, W. The masterpieces of Hogarth (1697-1764); 60 reproductions of photographs from the original paintings, affording examples of the different characteristics of the artist's work. N. Y., Stokes, [1910.] 65 p. T. (Painters ser.) leath., 75 c.; pap., 25 c. net.

Homer, [Gk. Homeros.] The Iliad; tr. into English hexameter verse by Prentiss Cummings; an abridgment which includes all the main story and the most celebrated passages. In 2 v. Bost., Little, Brown, 1910. c. 44+251; 253-529 p. D. cl., \$3 net.

Jacks, Lawrence Pearsall. Mad shepherds and other human studies; with front. by L. Leslie Brooke. N. Y., Holt, 1910. 251 p. D. cl., \$1.20 net.

Author is editor of *The Hibbert Journal*. Short stories, the scenes of which are laid in a parish in the English sheep country, the same characters appear in most of them. *Contents*: Shoemaker Han; kin; Snarley Bob on the stars; "Snarleychology," i, theoretical; "Snarleychology," ii, experimental; A miracle, i; A miracle, ii; Shepherd Toller o' Clun Downs, etc.

Jackson, Fred. The hidden princess: a modern romance. Phil., Jacobs, [1910.] c. 263 p. col. front. D. cl., \$1.50, boxed.

Lord Bradhurst fights a duel in London and goes to America to wait until the story is forgotten. Here he meets the hidden princess and a romance that is quite mediæval develops in which confusion between highborn lady and peasant maid forms the central incident. The story is bright and charming and the book has been printed and bound in a suitable style.

James, G. Wharton. The Grand Canyon of Arizona; how to see it; with numerous il. of points of interest and maps. Bost., Little, Brown, 1910. c. 11+265 p. D. cl., \$1.50 net.

Author has been a yearly visitor to the Grand Canyon for twenty years, staying there for weeks at a time. In this book he points out all the special beauties, describes the trails, and how to take the various trips into its depths, as well as giving careful information as to accommodations to be found. There is also much information concerning the physical structure of the Canyon, which the tourist will be glad to have. Index to places of interest.

Jekyll, Gertrude. Wood and garden; notes and thoughts, practical and critical, of a working amateur; with 71 illustrations from photographs by the author. N. Y., Longmans, Green, 1908, [1910.] 16+286 p. O. cl., \$2 net.

The first twelve chapters are devoted to the growing things peculiar to each month, and the pleasures possible for nature-lovers. The rest of the chapters are devoted to gardening from a beginner's standpoint with charming essays on Colors of flowers; Scents of the garden; Novelty and variety; Weeds and pests; Bedding fashion and its influence; Masters and men. "Home and garden" is a book by the same author. The present book appeared in the *Guardian* under "Notes from garden and woodland." Index.

Jersey, Marg. Eliz. Leigh Villiers, *Countess* of Augustus; or, the adventures of a little boy in search of his own way; il. by Gordon

- Browne, N. Y., Stokes, [1910.] 9+118 p. S. cl., 50 c.
The adventures and troubles of a little boy who always tried to have his own way.
- Kampmann, C. Die graphischen künste, mit gahlreichen abbildungen und beilagen dritte, vermehrte und verbesserte aufslage. [N. Y., Stechert,] 1909, [1910.] 176 p. S. (Sammlung göschen.) cl., 20 c.
- Kellogg, Fk. Eug. Young duck-shooters in camp; with 4 full-page illustrations. N. Y., Stokes, [1910.] c. 338 p. D. cl., \$1.25.
Two boys, one of whom is recovering from an illness, spend a year on Duck Island in the Mississippi and support themselves by shooting, fishing and trapping. The boys are soon aware of a mystery about their hunting grounds; strange lights and noises are forerunners of dangerous adventure with a hidden band of criminals, which is complicated by the arrival of detectives and a search for buried treasure.
- Knowlson, T: Sharper. The art of sympathy. N. Y., Warne, 1910. 10+206 p. D. cl., \$1.
A critical and studious survey of sympathy—biological and psychological. Sympathy in all relations to life with special examples are given, and altogether to anyone interested in the development of character, or the proper curtailment of a superfluous form of emotion this book would appeal strongly. "Art of thinking," "Art of success" are by the same author.
- Ladd, Frederic Pierpont. The lady of Shenipsit: a novel of New England; with il. by Gordon Grant. N. Y., Sturgis & Walton, 1910. c. 335 p. D. cl., \$1.25 net.
Mr. Bickford, "a roseate, optimistic young man of business," informs his wife at dinner that he is to sail for London on a business trip the next day and has made arrangements for her to stay with his mother. When he is gone the wife goes to Shenipsit, a small New England village, and becomes a school teacher. The story of her life, of the new characters she meets and of her husband's return and misdoings make the rather unusual plot.
- Lang, J: The land of the golden trade (West Africa); with 12 reproductions from original drawings in colour by A. D. McCormick. N. Y., Stokes, [1910.] 9+315 p. maps, O. (Romance of history ser.; ed. by J: Lang.) cl., \$2 net.
West Africa, the "gold coast," has had as romantic and thrilling history as any section of the globe, and it is here recounted with the narrative of the slave trade carried on there, making as breathlessly interesting a story for boys and girls as any tale of adventure.
- Lee, Agnes. The border of the lake; [poems.] Bost., Sherman, French, 1910. c. 89 p. D. hf. cl., \$1 net.
- Le Queux, W: The house of whispers. N. Y., Brentano's, 1910. 8+311 p. D. cl., \$1.50.
The blind Laird of Glencardine is much imposed upon by the clever villain of this mysterious plot, who carries things before him to almost the end. The wife and beautiful niece fall victims to treacherous malice, but the heroine comes into her own and righteous judgment awaits the mischief maker.
- McDonald, Mrs. Etta Austin Blaisdell, and Dalrymple, Julia. Betty in Canada. Bost., Little, Brown, 1910. c. 111 p. col. front. il. D. (Little people everywhere.) cl., 60 c.
- McDonald, Mrs. Etta Austin Blaisdell, and Dalrymple, Julia. Boris in Russia. Bost., Little, Brown, 1910. c. 6+120 p. col. front. il. D. (Little people everywhere.) cl., 60 c.
- McDonald, Mrs. Etta Austin Blaisdell, and Dalrymple, Julia. Fritz in Germany. Bost., Little, Brown, 1910. c. 6+120 p. col. front. il. D. (Little people everywhere.) cl., 60 c.
- McDonald, Mrs. Etta Austin Blaisdell, and Dalrymple, Julia. Gerda in Sweden. Bost., Little, Brown, 1910. c. 6+120 p. col. front. il. D. (Little people everywhere.) cl., 60 c.
These books are written in entertaining story form, but at the same time the little reader learns much of the country and home life of the heroes and heroines of the stories and at the end has a good deal of information of these foreign places.
- Macleod, Mary, ed. Tiny true tales of animals; il. by Harry Rountree. N. Y., Stokes, [1910.] 10+132 p. S. cl., 50 c.
Forty true tales about dogs, pigs, cows, elephants, and many other animals, both domestic and wild, told for children.
- Maule, Fs. I. El dorado "29"; along with other weird Alaskan tales, done into verse. Phil., Winston, [1910.] c. 124 p. il. D. cl., \$1 net.
- Metsu, Gabriel. The masterpieces of Gabriel Metsu; 32 reproductions of his most renowned pictures. [N. Y., Stokes, 1910.] no paging, T. (Dutch painters' ser.) leath., 75 c. net; pap., 25 c. net.
- Miller, Ja. Russell, D.D. The Master's friendships. N. Y., Crowell, [1910.] c. 43 p. col. pls. 12", cl., 50 c. net.
- My college days: a record; with front. [in color] by J: Rae and decorative borders by Edith and Mildred Cowles. N. Y., Stokes, [1910.] no paging, O. cl., \$2.50, boxed.
- My school days: a record; with front. by J: Rae and decorative borders by Edith and Mildred Cowles. N. Y., Stokes, [1910.] no paging, O. cl., \$2.50, boxed.
- New York [State.] Commissioners for Detecting and Defeating Conspiracies. Minutes of the Commissioners for Detecting and Defeating Conspiracies in the state of New York; Albany County sessions, 1778-1781; ed. by Victor Hugo Paltsits. In 3 v. v. 3, Analytical index. Albany, N. Y., State of New York, 1910. 268 p. Q. cl. (Distributed officially and by exchange.)
For notice see "Weekly Record," P. W., Nov. 13, '09, [1350.]
- Newcomer, Alphonso Gerald, and Andrews, Alice E. Twelve centuries of English poetry and prose. Chic., Scott, Foresman, [1910.] c. 11+756 p. O. cl., \$1.75.
The authors are professors of English in Leland Stanford Junior University, and teachers of English in the Cleveland High School, St. Paul, respectively. The purposes in issuing this volume were: 1, to include those classics of our literature which afford the staple of school instruction and with which classes in English must be supplied; 2, to supplement these with a sufficient number of selections from every period of our literature to provide a perspective and make the volume fairly representative from a historical point of view; 3, to go somewhat outside of the beaten track, though keeping still to standard literature. Index.
- Olcott, C: S. George Eliot; scenes and people in her novels; il. from photographs. N. Y., Crowell, [1910.] c. 8+3-231 p. pors. O. cl., \$2 net.
A student and admirer of George Eliot has put together in this book much information about the

personal history of the famous woman novelist, the circumstances under which her works were composed, the people in them, and the scenes in which the plots are laid. A chapter is devoted to a description of the country and to mention of other noted people of letters, such as Shakespeare and Scott, who have been associated with it. Separate chapters are given to "Scenes of clerical life," "Adam Bede," "The Mill on the Floss," and the five other novels. The prototypes of all the principal characters are mentioned and in many cases their portraits are reproduced.

Ostade, Adriaen van. The masterpieces of Adriaen van Ostade; 31 reproductions after his most renowned pictures. N. Y., Stokes, [1910.] no paging, T. (Dutch painters' ser.) leath., 75 c. net; pap., 25 c. net.

Palm, Baroness Louise von. Rainy day pastimes for children; with over 250 illustrations. Bost., Estes, [1910.] c. 125 p. Q. cl., \$1.

Occupations for days when it is impossible for the children to go out. *Contents:* Straw ornaments; Bead work; Paper mosaic work; Stick and ring work; Embroidery on paper; Stencil work; Paper cutting; Paper weaving; Paper folding; Games with blocks.

People (The) I meet: a record of friendships. N. Y., [Stokes, 1910.] no paging, nar. S. (Thumb-o-graph ser.) cl., 50 c. net.

A volume in which to record the date, autograph, place of meeting and characteristics of the people one meets.

Pinchot, Gifford. The fight for conservation. N. Y., Doubleday, Page, 1910. c. 7+152 p. D. (Conservation primers.) cl., 60 c. net.

A complete survey of conservation in this country by the man who led in the work started by Mr. Roosevelt. The chapters are: Home-building for the nation; Better times on the farm; Principles of conservation; Waterways; Business; The moral issue; Public spirit; The children; An equal chance; The new patriotism; The present battle. Index.

Praeger, S. Rosamond. How they went to the seaside. N. Y., Stokes, [1910.] no paging, col. pls. obl. O. hf. cl., \$1.

For children about five and six. Tells what a little brother and sister did at the seaside and is illustrated in color.

Pycraft, W. P. The animal why book; pictures [in col.] by Edn. Noble. N. Y., Stokes, [1910.] 8+88 p. Q. cl., \$2.

An expert on zoölogy in the British Museum tells here the reasons for various peculiarities of animals—how the sheep happens to be woolly, what made the deer have branched horns, why goats wear beards, why the rooster has brighter plumage than the hen, and so on. The book is printed in large type on paper of a brown shade with colored illustrations.

Ransome, Arth. A history of story-telling; studies in the development of narrative; with 27 portraits by J. Gavin. N. Y., Stokes, [1910.] 18+317 p. O. cl., \$3 net.

A book about the art of making stories. In chapters which are portraits of men as well as analyses of their aims and methods, the author has given a history of the art from the Middle Ages to Guy de Maupassant.

Ransome, Arth., comp. The book of friendship: essays, poems, maxims and prose passages. N. Y., Stokes, [1910.] 20+478 p. front. O. cl., \$2.50 net.

Anthology of prose and verse on the subject of friendship. Wherever entire essays or poems pertain to the subject they are given complete, the selections range from Cicero to Hilaire Belloc. Index to authors.

Rice, Alonzo L. Sun-ways of song; with an introd. by C. Major and an epilogue by Fk. L. Stanton. Bost., Sherman, French, 1910. c. 100 p. D. cl., \$1 net.

Shelley, H. C. Untrodden English ways; with a front. in color and il. from drawings by H. C. Colby and from photographs by the author. [New popular ed.] Bost., Little, Brown, 1910. c. '08. 15+341 p. O. cl., \$1.50 net, boxed.

Steedman, Amy. A little child's life of Jesus; with 23 plates in colour from drawings by Paul Woodroffe. N. Y., Stokes, [1910.] 119 p. O. bds., \$1.

Stern, Renée B. Neighborhood entertainments. N. Y., Sturgis & Walton, 1910. c. 15+297 p. pls. D. (Young farmers' practical lib.) cl., 75 c. net.

This is the second volume of the series. Herein R. B. Stern, of the Congressional Library, presents suggestions for the increase of sociability in country or village neighborhoods, with instructions as to the formation and conduct of social clubs, etc. Index.

Stokes' wonder book: a picture annual for boys and girls; ed. by Harry Golding; with 12 coloured plates. N. Y., Stokes, [1910.] 264 p. il. Q. cl., \$1.50.

Stratemeyer, E. ["Captain Ralph Bonehill," "Arth. M. Winfield," *pseud.*] The automobile boys of Lakeport; or, a run for fun and fame; il. by J. Goss. Bost., Lothrop, Lee & Shepard, [1910.] c. 8+315 p. D. (Lakeport ser.) cl., \$1.25.

Tells how the Lakeport boys got their big touring car, how they went on a long trip through the mountains, and how they won a great race.

Taber, C. Austin Mendell. Our periodic earth. Bost., G. H. Ellis Co., 1910. c. 54 p. O. 75 c.; pap., 50 c.

Thompson, Slason, comp. and ed. The railway library, 1909; a collection of noteworthy chapters, addresses and papers relating to railways, mostly published during the year. Chic., [Slason Thompson, Bu. of Railway News and Statistics,] 1910. 403 p. O. cl., 75 c.

Troutbeck, G. E. The children's story of Westminster Abbey. N. Y., Stokes, [1910.] 8+253 p. pls. D. cl., \$1.35.

History of the famous Abbey told in such a way that children will be interested. It is not a guide to monuments and chapels, but an account of the many renowned events connected with the building.

Truth (The) about my friends. N. Y., Stokes, [1910.] no paging, S. (Thumb-o-graph ser.) cl., 50 c. net.

At the top of each page is a slip which can be lifted and under which is printed a humorous description or characteristic. Your friends choose a page at random, write their names, then lift the slip to discover the "truth" about themselves.

Turner, Percy M. Millet; il. with 8 reproductions in colour. N. Y., Stokes, [1910.] 9+11-77 p. O. (Masterpieces in colour.) bds., 65 c. net; leath., \$1.50 net.

Vermeer, Johannes. The masterpieces of Johannes Vermeer (of Delft); reproductions from his most renowned pictures. [N. Y., Stokes, 1910.] no paging, T. (Dutch painters' ser.) leath., 75 c. net; pap., 25 c. net.

Wadleigh, H. Rawle. Munich: history, monuments and art. N. Y., Stokes, 1910. 7+312 p. pls. fold. map, O. cl., \$2 net.

The first part follows the history of Bavaria, laying special emphasis on the periods in whose relics the traveller is most likely to be interested. The second part describes in full the architecture

and art to be seen in modern Munich, in such a way as to be at once a guide for those who visit it and a picture for those who see it only in the imagination. An appendix contains directions for excursions in the neighborhood, including Oberammergau and the Passion Play. Index.

Wagner, Wilhelm Richard. Siegfried; a dramatic poem, freely tr. in poetic narrative form by Oliver Huckel. N. Y., Crowell, [1910.] c. 22+3-105 p. pls. D. cl., 75 c. net.

Dr. Huckel has already translated "Parsifal," "Tannhäuser," and "Lohengrin," and in the present work he retains, as in the others, the very spirit of the original by his close adherence to Wagner's text.

Wallace, Cathryn. One Christmas eve at Roxbury Crossing, and other Christmas tales. N. Y., F. Pustet, 1910. c. 167 p. S. cl., 75 c.

Contents: One Christmas eve at Roxbury Crossing; A Christmas tale of long ago; A Christmas tale of Dick the newsboy; The adventures of Jack.

Walsh, W. T. The mirage of the many. N. Y., Holt, 1910. c. 326 p. D. cl., \$1.50.

A prophetic story of the results of a socialistic regime on different classes of society. The scene is laid in Chicago in the year 1952.

Warner, Anne, [Mrs. Ellis French.] Susan Clegg: her friend and her neighbors; [two former Susan Clegg books combined.] Bost., Little, Brown, 1910. c. '04-'10. 397 p. D. cl., \$1.50.

Warren, Ina Russelle, comp. A book of friendship: a collection of verse and prose. Phil., Jacobs, [1910.] c. 232 p. front. O. hf. cl., \$1.50 net, boxed.

Some of the authors represented are: Robert Browning, Charles Dickens, James Whitcomb Riley, Eugene Field, Helen Hunt Jackson, Oliver Wendell Holmes, Gail Hamilton, Robert Louis Stevenson, Elizabeth Stuart Phelps, Henry Van Dyke, etc.

Wattles, Wallace D. The science of being well. Holyoke, Mass., Mrs. Eliz. J. Towne, 1910. c. 155 p. por. D. cl., \$1.

This book is by the author of "Science of getting rich," and teaches the certain way of thinking and acting which constitutes perfect health. By the right use of these principles, all functions are brought into harmony—which is health.

Webb, Sidney and Mrs. Beatrice Potter. The state and the doctor. N. Y., Longmans, Green, 1910. 13+276 p. O. cl., \$2 net.

A popular description of state doctoring written to

clear away the ignorance regarding conditions and methods which causes unnecessary expenditure of state money. This sketch of conditions in the absence, of even official reports, was made at the instance of the Royal Commission on the Poor Law to whom it was submitted as a memorandum in 1907. It is now enlarged and brought up to date, with a chapter on the need for a unified medical service. Index.

Wentworth, G. Alb. Wentworth's plane geometry; rev. by G. Wentworth and D. Eug. Smith. Bost., Ginn, [1910.] c. '88, '99, '10. 6+287 p. D. cl., 80 c.

Whiting, Lilian. Italy, the magic land; il. from photographs. [New popular ed.] Bost., Little, Brown, 1910. c. '07. 12+470 p. O. cl., \$1.50 net, boxed.

Wiederseim, Mrs. Grace Gebbie. Fido. N. Y., Stokes, [1910.] no paging, F. shaped bds., 50 c.

Wiederseim, Mrs. Grace Gebbie. Kitty-puss. N. Y., Stokes, [1910.] no paging, F. shaped bds., 50 c.

Williams-White, H., and Robichez, E. French vocabularies; arranged for repetition on a new plan. N. Y., Longmans, Green, 1910. 8+72 p. S. cl., 50 c.

With the idea that a scanty vocabulary holds the student of a language back this list of nouns, verbs, and adjectives is prepared. It promotes the possibility of conversation between teacher and pupil using the words assigned.

Withers, Percy. Egypt of yesterday and today; with 32 reproductions from photographs. N. Y., Stokes, [1910.] 293 p. D. cl., \$1.75 net.

A vivid picture of Egypt as seen by the traveller, with enough history to give us a sense of the ages that make the country impressive as well as beautiful. The Nile, Luxor, the Pyramids, Karnack the city of ruins, and the temples and tombs of Thebes are among the wonderful features of the region described by Mr. Withers. A chapter devoted to health and climate will be found suggestive and helpful for those wintering in Egypt.

Wright, Horace J. Sweet peas; with 8 coloured plates. N. Y., Stokes, [1910.] 11+116 p. O. (Garden flowers in color.) bds., 65 c. net.

Author is secretary of the National Sweet Pea Society, England.

RECENT ENGLISH BOOKS.

BRYCE, G. Lord Selkirk's Colonists; the Romantic Settlement of the Pioneers of Manitoba. Low. 8vo, 78s. 6d. net.

CHURCHWARD, Albert. The Signs and Symbols of Primordial Man. Being an explanation of the Evolution of Religious Doctrines from the Eschatology of the Ancient Egyptians. Sonnenschein. Ryl. 8vo, 10 x 6 1/4, pp. 474, 25s. net.

FIFE, Charles W. Domville. The Great States of South America. A concise account of their condition and resources, etc. Illus. Bell. 8vo, 8 3/4 x 5 1/2, pp. 254, 12s. 6d. net.

GARSTANG, John. The Land of the Hittites: an Account of Recent Explorations and Discoveries in Asia Minor, etc. Constable. 8vo, 9 x 5 1/2, pp. 440, 12s. 6d. net.

GLADSTONE, William Ewart. Correspondence on Church and Religion. Selected and arranged by D. C. Lathbury. 2 vols. Murray. 8vo, 8 3/4 x 5 1/2, pp. 460, 478, 24s. net.

HEWITT, C. Gordon. The House Fly: a Study of its Structure, Development, Bionomics and Economics. Col. plates. Sherratt & H. Demy 8vo. pp. 196, 20s. net.

JONES, F. Wood. Coral and Atolls. Their History, Description, Theories of Their Origin, both

before and since that of Darwin, the Influence of Winds, Tides and Ocean Currents on their formation and transformations, their present Condition, Products, Fauna and Flora. Lovell Reeve. 8vo, 9 x 6 1/4, pp. 415, 24s. net.

LEVIS, H. C. A Bibliography of American Books Relating to Prints and the Art and History of Engravings. Ellis. 8vo, bds., 12s. 6d. net.

MERTON, H. W. Descriptive Mentality from the Head, Face and Hand. Siegle, H. 8vo, 6s. net.

MURDOCH, W. G. Blackie. Memories of Swinburne, and other Essays. J. & J. Gray. Cr. 8vo, 7 1/2 x 4 3/4, pp. 126, 3s. 6d. net.

PONCE DE LEON: the Rise of the Argentine Republic. By an Estanciero. T. W. Laurie. Ryl. 8vo, 9 3/4 x 6, pp. 446, 12s. 6d. net.

SIETZ, Don C. Writings by and about James Abbott McNeill Whistler. A Bibliography. O. Schultze. 8vo, 7 1/4 x 4 3/4, pp. 181, 10s. 6d. net.

SOLON, M. L. Ceramic Literature. An analytical Index to the Works published in all languages on the history and the technology of the Ceramic Art. C. Griffin. Im. 8vo, 11 x 7 1/2, pp. 680, hf. 1thr., 42s. net.

SYMBOLISM of the Bible (The) and of Ancient Literature Generally. Being a Study in Comparative Mythology. By 34 Expectans. 2 vols. (Bombay) Times of India. 8vo, 8 1/2 x 5 1/2, 50s.

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

September 10, 1910

The editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible in advance of publication. The Record of the Publishers' Weekly is the material of the "American Catalog," and so forms the basis of trade bibliography in the United States.

"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—LORD BACON.

THE AUSTRALIAN MARKET FOR AMERICAN BOOKS.

STRANGE as it may seem, the English publishing trade is considerably wrought up over the American "invasion" of the Australian market, while many American publishers seem to be unaware—one cannot quite say blissfully unaware—that such a market exists.

For some time English publishers have realized that their Colonial fiction trade has been on a decline; but it is comparatively recently that they have awakened to the fact that the cause is American in its origin.

The reason, as a writer in the (English) *Book Monthly* points out, is simple. The American novel is not particularly better written or intrinsically more interesting than that of the English writer, who, as a matter of fact, had grown accustomed to looking on Australasia quite as a close preserve. But it comes from a comparatively young, very enthusiastic, unconventional and energetic country, and its subject matter is such as will appeal to the people of another country similarly young, enthusiastic, unconventional and energetic.

"Down in Australia," says the same writer, they are driving the road and bridging the ford, and in America they have been doing that all these recent years. Many American novels deal with that particular phase of American life; in fact it is a phase which novelists favor, no doubt because there are such a large number of American readers who favor it. Those readers see here a reflection of the immediate life about them, the life which they understand, the life with which they sympathize, the life of their days

and nights, of their waking and sleeping hours. English novelists write of the historic past or, if you like, of the sex problems of the present; but that subject has a less direct appeal to the Australian reader than the other of developing a new tract of country or laying down a new railway. He is busy building Australia, and not unnaturally he turns to books which tell him of the other white man's land between the Atlantic and the Pacific, which is so many stages further ahead in its development than Australia. "This," he says to himself, "is what I want to read about."

It is a fact that American magazines of the *Everybody's* type have an enormous circulation in Australia and New Zealand; greater, it is understood, than any English magazines enjoy. It is also true that stories of an economic, even socialistic, turn are particularly successful there; and that typically American production, the novel of engineering or business, is sure of a warm Australian welcome.

The market there for American books is indeed already fully as important as the Canadian market, and is growing, if anything, even more rapidly. Those publishers who neglect it are depriving themselves of a very real outlet and eventual asset.

SELLING NOVELS BY PSYCHOLOGY.

PSYCHOLOGY in its possible relation to everything from crime to trade has been discussed pro and con during the past year in the prints. It has been worked literally to an abstract death—abstract, because in almost all of these treatises little of actual relationship has been chronicled. When, therefore, there is divulged the fact of a quite intelligible application of the science to one branch of trade, and when the results of this application have been proved to be dollars and cents, rather than less concrete deductions, a further exposition of the subject takes on less an air of carrying additional scientific coals to an already theory-overstacked Newcastle.

Not long ago the present writer, says George Jean Nathan, in the current *Bookman*, in conversation with men interested in the sale of literature on the railway trains, learned that, for some time, the "book butchers" had been making a practical psychological test in conjunction with the disposition of their wares. To be sure, the word "psychology" is not their word. They call it "human nature"—but, analyzed fundamentally, the study that the "book butchers" have made of "human nature" is little less than the application of a very interesting form of psychology to their particular element of trade. In other words, the men who sell novels on the trains are selling many of them

by psychology. As to quibbling over the latter word, the reader may decide for himself after he has read the illustrations set down herein.

In the first place, as every train traveller knows, the "book butcher," in the great majority of cases, has very little time in which to dispose of his wares. He must, in short, do the bulk of his selling, if at all, just before the train gets under way. He appears at one end of a car, takes in the situation at a glance, proclaims the fact that he has books for sale, and then, walking slowly down the aisle between the seats, seeks to interest passengers in this or that novel. Obviously—and by way of getting to the point more quickly—he could not interest the average middle-aged masculine passenger in a novel written in the suffragette key any more than he could hope to interest the average woman passenger in, let us say, a baseball novel. The "book butcher" knows this well. He knows, too, that if he makes one misstep, if he offers the wrong sort of novel to the wrong sort of passenger, he has lost a possible customer in that particular passenger, for the trip in point at least. Inversely, the train salesman appreciates the fact that his sales will be commensurate with the special and concrete appeal he can make to the greatest number of persons in the car. And he has about ten minutes, at most, in which to act.

This is the situation. Time and practice—and experience—have brought about the result. The result is selling novels on trains by what would be termed colloquially as "sizing up," but what may be termed, it seems fairly, as psychology. In support of this there is quoted verbatim the statement recently made to the present writer by one of the salesmen: "If it weren't for what may be called psychology just as well as anything else, I suppose," he said, "you can take it for granted a train 'book butcher' wouldn't be able to sell three novels a day. This is the way we work, and I'll talk about my own way so you can get a quick idea of what I mean. When I enter the car I run my eyes slowly over the seats, take in the passengers with a general sweep, eliminate the so-called 'hopeless' ones—those who look too cheap to buy novels—and then, as quickly as I can, group those remaining in my mind's eye. I then start down the aisle. The first passenger I approach, let us say, is a young lady about twenty-two years old, well dressed, who, I have observed, has been apparently looking out of the window, but who, in reality, as I have come to know in the years of my work, has been catching the reflection of her face on the plate glass. Darkness, you know, assisted by interior light, makes the train windows mirror-like. The young lady, then, is slightly vain. And I offer her—not "Little Sister Snow" or "Lords of High Decision" or "The Goose Girl"—but "When a Man Marries." And, often, she buys it. Why? Because, being sentimentally young and eager to look her best, she buys the novel for its title, knowing nothing about its contents. She figures that the novel has to do with the sort of woman a man loves and mar-

ries; she thinks it may contain a helpful suggestion or two by which she can profit, and she wants it. The next passenger is a grumpy middle-aged man. I note that he is looking over the financial page of an evening newspaper very studiously, and, taking advantage of his particular interest at the moment, I lay a Wall Street novel beside him. I do not say a word, but walk on to the next passenger. I know the man will feel the book slide down next to him; I feel sure, when he has studied the quotations he is after, he will look at it; and I know the title will catch his eye—"Samson Rock of Wall Street," or whatever it chances to be. And, by what you may call, thank you, yes—"association of thought," I sell that man the novel three or four times out of five. The next passenger, let us say, is a young fellow, well dressed and 'collegé.' Without psychology, I would probably offer him a novel dealing with athletics—a football story, a baseball or rowing story. You would say that yourself, wouldn't you? But I know better. I have seen him fool with his finger nails, polishing them, and so on. I have caught the general exactness in the part in his hair, of his necktie and well-shined shoes. I give him a novel with a pretty girl on the cover. 'One like her,' I tell him, 'had the seat you're sitting in on yesterday's trip.' He's in love, evidently, and he buys the book. The title? It doesn't matter in the least."

The "book butcher" continued down the aisle in his conversation, pointing out how he approached each passenger and how, in the manner outlined, he tried to insinuate his novels into their pocketbooks. He pointed out that the day of throwing any novel in any seat regardless of the character of book or passenger had passed several years ago, and that, where still practiced, it netted small returns. "The passenger's nature," he said, "must be analyzed before the novel is handed to him. He most often hasn't thought of buying a novel—probably doesn't want one—so you must take advantage of his actions or attitude as you approach him. The man reading the Wall Street edition of the newspaper is an illustration of what I mean."

A man of long experience in the selling of novels on trains has added to what the former "book butcher" said by assuring the present chronicler that the oft-repeated argument that young girls uniformly want sentimental stories and that men want "problem" stories is based on tastes of a bygone day. "A book butcher who goes on that theory, without studying the individuals themselves, would not hold his position for more than a week," he says. "The proposition," explains this second psychological bookseller, "is this: You have a passenger. You have a dozen novels. You have one minute to make a sale—one minute, because you must divide your short time into small bits among all the passengers. You cannot go at the customer, so to speak, in a slap-bang rush. You must first look the passenger over carefully, 'figure him out,' select the *one* novel that will make the strongest appeal to him, get that *one* novel into his hands in the subtlest way you can, and rest on your oars. Seven times out of

ten you must argue to yourself in terms of the titles and covers. Always give a young lady in a lavender dress a book with a cover that will harmonize with that dress. This has been told often—and it remains true! It almost always works. Do not give middle-aged men books with 'Princes' or 'Dukes' in the title. A 'John Marvel' is plain and good enough for them. And, above all things, do not give a homely woman a novel with a feminine American beauty on the cover. She will give it back to you before you can say Jack Robinson. She will not stand for so jarring a reminder of her own deficiency in the way of looks.

"In another line, never 'get on a passenger's nerves' by interrupting him while he is talking or reading a newspaper. Rest content by sliding the novel you want him to buy into the seat beside him. Always try to see the newspaper he is reading. You can frequently get an idea of a man's literary taste by noticing the character of the newspaper he prefers. If you can get a glimpse of the page he is most keenly interested in—sporting, financial, society, or whatever it may be—you have a hardly beatable point from which to work.

Lack of additional space precludes a further elaboration of the subject. The effort has been made, accordingly, merely to indicate the conscious or unconscious application of what you will grant may be called psychology to the sale of novels on trains by the men whose task it is to sell them.

PROPOSAL TO MAKE COPYRIGHT PERPETUAL.

In a letter to the London *Times* R. A. Peddie, Acting Librarian of the St. Bride Foundation Technical Library, commenting upon certain points in the proposed English copyright law, makes the novel but interesting suggestion, viz., that copyright should never expire.

"Clause 2 of the Bill provides," he says, "that the term for which copyright shall subsist shall be the life of the author and a period of fifty years after his death. The suggestion I make is that at the expiration of this period the work instead of becoming the prey of any publisher who wishes to issue it, should become Crown property, and that licenses to publish should be granted by the State on payment of certain fees. By this means the public would be spared the unedifying squabbles occurring on the expiration of copyright of important works. A fund would be created which, as well as forming a source of revenue for the State, might in certain instances be used to alleviate cases of destitution among the descendants of well-known writers.

"It is difficult to see any objection to the scheme. There are no vested interests to interfere with, and, as far as the publishers are concerned, I feel sure that they would be glad (even under the most stringent conditions as to cheapness and quality) to take out a license and retain the right to publish

important works of which the ordinary term of copyright has expired. Further, the public would be protected against imperfect or inadequately produced reprints."

The (English) *Publishers' Circular*, commenting upon his letter, says: "We are not at all sure that the State will be eager to accept his suggestion that it should stand *in loco parentis* to the book whose author is dead and whose legal term of copyright has expired, but his arguments are certainly worthy of consideration."

COMMUNICATIONS.

CLARKSON VS. BOOK SUPPLY CO.

To the Editor of the *Publishers' Weekly*.

IN THE PUBLISHERS' WEEKLY of August 27 the following item was printed:

"Chicago, Ill.—The Book Supply Company have begun suit in the Circuit Court to enjoin David B. Clarkson from advertising the plaintiff's books for sale in connection with 'bankrupt stocks' and 'publishers' overstocks.'"

If such suit is pending, I have no knowledge of it. I am not in the habit of listing books as "bankrupt stock" or "publishers' overstock" unless I buy them as such. This fall and winter I shall advertise and list in approximately half a million mail order catalogues four books published, or formerly published by The Book Supply Company. In this advertising these books will be listed as follows: "An Uncrowned King," 54 c.; "The Calling of Dan Matthews," 85 c.; "The Shepherd of the Hills," 38 c.; "That Printer of Udell's," 38 c.

The above four books are not "bankrupt stock" or "overstock."

In justice to me I will ask you to print the above statement in your next issue.

DAVID B. CLARKSON.

THE TRADE BOOK LIST.

To the Editor of *The Publishers' Weekly*.

DEAR SIR: In his article on "Dividing the Advertising Appropriation," in your issue of August 27, the writer who signs himself "An Outsider" makes some statements regarding the "Trade Book List" which we cannot allow to go unchallenged. The "Trade Book List" is not "on the same principle" as the lately-established medium in the same field which he mentions; it is on a principle which was formulated in the first issue of the "Trade Book List" fifteen years ago, and which has been more or less imitated by every competitor since. Instead of the "Trade Book List" being "even cheaper for the dealer," it costs from 33⅓ per cent. to 175 per cent. more (according to the quantity used) than the medium he mentions; notwithstanding which additional cost, it is used far more generally by the retail booktrade than any other imprint medium. After making these two misstatements, the "Outsider" proceeds to constitute himself spokesman for the three classes of "buying public," "retailer" and "advertiser"—all of whom, he "imagines," prefer another medium than the "Trade Book List."

Before accepting such a judgment would it not be well to know upon what authority or information it is based—who, in fact, "An Outsider" is. Affidavits as to the "Trade Book List's" circulation and advertising patronage, or any other information regarding the publication, are available to all who may be entitled to them. We believe that the buying public, the retailer and the advertiser will consider these more pertinent and valuable than anything "An Outsider" may "imagine" regarding our publication.

PUBLISHERS THE TRADE BOOK LIST.
CHICAGO, September 5, 1910.

OBITUARY NOTES.

MAJOR J. MONROE TAYLOR, author of a number of books on dogs and considered a national authority on that subject, died in Rutherford, N. J., last week. He was born in Lexington, Ky., in 1838, and served in the Civil War. He was the first president of the American Kennel Club, and figured prominently as a judge in every important dog show held in this country.

WILLIAM HOLMAN-HUNT, O.M., the painter who, with Rossetti and Millais, founded the Pre-Raphaelite Brotherhood, died Wednesday. He was born in London in 1827, and exhibited his first picture at the Royal Academy in 1846. He had been in feeble health for some time, and his death was not unexpected. His youth and artistic apprenticeship was one of poverty and struggle, but after his "Light of the World" his fame and success grew rapidly and continuously. He never became an Academician, but a few years ago received a much higher honor—he was made one of the original members of the Order of Merit.

PERIODICAL NOTES.

THE *San Francisco Sun*, a new Democratic daily, made its first appearance last week.

THE *Boston Daily Post* is advertising an average circulation of over 350,000 copies, which it says "exceeds by a wide margin the circulation of any other morning newspaper in the country, with one exception, the *New York World*."

NEW YORK CITY is to have a new daily newspaper, the *New York Review*, a weekly, becoming a daily October 1. It is a theatrical and sporting paper, in direct competition with the *Morning Telegraph*. The latter paper is the champion of the Klaw & Erlanger interests, while the *Review* is "independent."

THE *Delineator* celebrates its fortieth anniversary, its announcement of which reads as follows: "The celebration begins in October, the Fashion Number par excellence; grows bigger in November, the Fortieth Anniversary; stays big in December, the old-time Christmas jollification, and.....in 1911—twelve great Anniversary Numbers."

ON account of what are said to be political differences, a split occurred in the official family of the *Success Magazine* last week, and caused the loss of David G. Evans, vice-president and treasurer of the company, and Samuel Merwin, one of its editors. The cause of the action is said to rest solely in the determination of controlling forces of the publication to change its political policy, and support the "regular" faction in Congress and the anti-Roosevelt forces in New York State, although this is vigorously denied by other officers of the company.

BETWEEN 5500 and 6000 daily newspapers are published in the entire world, over 900 of them credited to Germany, 250 to Great Britain, while Paris alone has 150—more than London, New York, Philadelphia and Boston added together. *Le Petit Journal* of Paris has the largest circulation in the world; but the native dialect papers of India are read by the most people, because they are circulated until completely worn out. The *Post-Zeitung*, of Frankfurt, Germany, is the oldest newspaper in Europe; but in China the *Kin Pan* is a thousand years old, and the *Tsing Pao*, or *Peking News*, is the oldest newspaper in the world, having come out regularly for nearly 1400 years. Its circulation is about 10,000.

PERSONAL NOTE.

MANZI, JOYANT & Co. regret to announce that owing to ill health L. Dion has felt it necessary to resign the management of their business in the United States and Canada, and take pleasure in informing the trade of the appointment of G. H. Clarke as manager.

LITERARY AND TRADE NOTES.

THE Chamber of Deputies, Buenos Ayres, has passed a copyright bill giving protection to literature and works of art.

KATHARINE TYNAN's new novel, "Freda," the story of a young orphan, will be published by Cassell & Company on September 9.

OVERHEARD by our special correspondent in the main parlor of the Hotel Royal Victoria, Larchmont Manor: "D'ja know they got Chantyclear out in French a'ready?"

HARPER & BROTHERS announce the publication this week of four books: "The Heritage of the Desert," by Zane Grey; "My Mark Twain," by W. D. Howells; "Round the Year with the Stars," by Garrett P. Serviss; "Elba and Elsewhere," by Don C. Seitz.

REILLY & BRITTON COMPANY make another report on the phenomenal record of popularity of "Miss Minerva and William Green Hill." This is that after publishing the eighth edition of the book on September 1, it was necessary to order the ninth on September 4.

SOME idea of Charles Zueblin's sententiousness may be had from this sentence which appears in his forthcoming book, "Democracy and the Overman" (B. W. Huebsch):

"Mr. Taft is the apostle of the obvious, Mr. Bryan is the prophet of the dubious."

GEORGE W. JACOBS & COMPANY have just ready a gift-book compiled by Ina Russelle Warren and called "A Book of Friendship." It is a collection of verse and poetry taken from ancient and modern writers. The pages are decorated in brown and the book is bound in brown boards with an artistic inset on the front cover.

ON September 2 John Lane Company will publish a new book by Elizabeth Godfrey, "The Cradle of a Poet." This delineation of the life struggle of a young man of poetic temperament, who is compelled to give up his plans for a career as a poet because of his duty to his father, is of compelling interest. Noel Harmon, the poet, is not an impractical dreamer, but a practical idealist. In the end he achieves his desire, and the hand in marriage of a girl he had always loved, but despaired of winning.

THE NEW YORK EVENING POST JOB PRINTING OFFICE is getting out "Hearts Atout," a merry novel by Edith Chetwood and Edward P. Thompson, the successful author of books on mechanical engineering. The first author is one of the Colonial Dames of America. The book will be out next Saturday, and booksellers ordering now will have liberal discount.

THE remarkable success of "The New Word," by Allen Upward, which has been one of the leading non-fiction best-sellers of the year, lends special interest to the announcement by Mitchell Kennerley that he will publish immediately "Lord Alistair's Rebellion," a novel by this writer. Needless to say, Mr. Upward's book will not be of the usual type, and we are led to expect a novel of extraordinary fascination and distinction.

OPEN COURT PUBLISHING COMPANY have just ready the second edition of "Letters to His Holiness Pope Pius x." by a Modernist, an American whose life has been devoted to the study of Catholicism, who here endeavors to prove that the present Catholic Church is not Catholic, but Italian, and even Roman, and that few non-Italians are tolerated among the hierarchy of the Catholic Church.

GINN & Co. have just published "A Complete Grammar of Esperanto," by Ivy Kellerman, A.M., Ph.D., which appears at a time when Esperanto is more than ever a subject of international interest on account of the Sixth International Congress recently held in Washington. This book may be recognized as the standard grammar of this international language, as it is the first to treat the subject in a manner comparable to the grammars of French, Spanish or German.

THERE will be a new Brownie book from Palmer Cox this fall; and Ralph Henry Barbour's new foot-ball story, "Kingsford Quarter," will be published September 24. Other juvenile books on the Century Co.'s fall lists are a new "Betty" book by Carolyn Wells, a new "Lakerim" book by Rupert Hughes, "The League of the Signet-Ring" by

Mary Constance DuBois, "The Young Rail-rovers" by F. Lovell Coombs, and a nonsense picture book with cover in color by De Witt Clinton Falls.

THE Lippincotts do not begin their regular fall publication season until about September 15, but in the meantime there is no cessation in their activity in the issue of medical and other technical and professional works. They only recently brought out "Lippincott's New Medical Dictionary," an elaborate and entirely new work, under the editorship of Dr. Henry W. Cattell; the "Globe English-French Pocket Dictionary," an original compilation in convenient form, the work of Arthur F. Wood, a British barrister, and a treatise on "Electro-Metallurgy," by Walter G. McMillan.

AMONG the September publications of George H. Doran Company may be noted: "Where's Master," by Caesar, the King's Dog, a short story that has created a great stir in England and has had numerous evidences of approval from the royal family, although its authorship is anonymous; "Derby Day in the Yukon, and Other Songs of the Northland," a striking book of Yukon verse; "How Do I Love Thee," an anthology of love verse by Clara E. Laughlin; "In the Master's Country," a geographical aid to the study of the life of Christ by Martha Tarbell, Ph.D.; and a new edition of "Robinson Crusoe," superbly illustrated in color by Roger Pocock.

D. APPLETON & COMPANY will publish on September 9, "Race Distinctions in American Law," by Gilbert T. Stephenson, the result of a careful study of much important legal data bearing upon race distinction. Such subjects as Jim Crow Legislation, Separation of Schools, Theatres, Restaurants and Hotels, the Suffrage Distinctions, Civil Rights, have been thoroughly discussed with many references to authorities. Also, "The Story of Sugar," by G. T. Surface, Instructor in Yale University, which gives, for the average reader, the history of a commodity of commerce on which, excepting the technical and trade literature, very little has been written.

SCRIBNERS publish this month two picture books of the first importance—Henry Hutt's "Girls" and Harrison Fisher's "Pictures in Color." The latter is made up of sixteen cartoons, all in color, including many new pictures and showing Mr. Fisher's brilliant and sparkling drawing at its best. The pictures include "The American Girl in Italy, Holland, France, Japan, Ireland and England," a series which first appeared in the *Ladies' Home Journal*, and such pictures as "Rivals," "Which?" "The Modern Eve," "Taking Toll," etc. "Girls" contains thirty-two drawings of girls by Mr. Hutt which have never before been reproduced in any form and which represent his best work, sixteen in full colors and sixteen in pen and ink.

"WHEN is the best time of the year to buy books?" was the question asked, according to the *Boston Transcript*, of the man who presides over a second-hand book stall

by a regular customer. "Well," replied the seller, "the best time of the year to buy and the time of the greatest opportunity to pick up bargains is right now. Why? Well, strange as it may seem, there are a lot of folks in this big city who sell their books in the summer time to get the money for a trip out of town, a week's vacation, and sometimes because their business stagnates with the coming of hot weather and they need the money. Most of them are the kind of people who never think of the pawnshops. That's a sort of disgrace with them. But they have books that they have read and have no further use for. They get to picking out a lot of them and bringing them to me. It's cash for them, and as for me, my stock is always best and there is the choicest picking about this season."

LITTLE, BROWN & COMPANY have added the following books to their already long list of fall publications: "The Quests of Paul Beck," by McDonnell Bodkin, tells the remarkable exploits of an invincible detective; "Sally Ann's Experience," by Eliza Calvert Hall, is the separate publication in gift book form of one of the stories told in "Aunt Jane of Kentucky;" "Susan Clegg and Her Friend Mrs. Lathrop" and "Susan Clegg and Her Neighbor's Affairs," by Anne Warner, have been combined under the title "Susan Clegg, Her Friend and Her Neighbors." The *Little People Everywhere Series* has four new titles added to it: "Gerda in Sweden," "Fritz in Germany," "Boris in Russia" and "Betty in Canada," all by Mrs. E. B. McDonald and Julia Dalrymple. Also for children is the "Louisa Alcott Story Book," compiled by Fanny E. Coe. Prentiss Cummings has translated into hexameter verse "The Iliad of Homer," which this firm issues in two volumes. They have ready also new editions of "The Rise of the Republic of the United States," by Richard Frothingham, and "Starting in Life," by Nathaniel C. Fowler, Jr.

BUSINESS NOTES.

DENVER, COL.—H. E. Thomas, bookseller and stationer, has sold out to the Fisher Book & Stationery Company.

DURHAM, N. C.—A receiver has been appointed for the Henry J. Smith Co., booksellers and stationers.

ERIE, PA.—W. J. Sell has purchased A. C. Derry's news and book store on Peach Street.

EVERETT, WASH.—Percy Dearle & Co. is the name of a new corporation which will specialize in books and handle in addition Spalding's athletic goods and Keuffel & Esser's engineering supplies. Percy Dearle, president and manager of the corporation, is also manager of the student's co-operative bookstore at the Washington State University, and with him are associated Verne Fitch, former editor of the university daily and Arthur Brown, another university man.

KANSAS CITY, MO.—E. E. Hahn, recently buyer for the book and stationery department of the Jones Dry Goods Co., has gone into business for himself, as Hahn's Book-

store, at 419 East 11th Street, in the building occupied by the Western Dental College. He will carry a line of fine stationery, school books, medical books and rare and fine editions. He also publishes Rush's "Constitution of the United States in Outline," and plans a series of practical farming booklets. Mr. Hahn, from long association, is well known in the trade. His apprenticeship began in 1884 with Moore Bros. & Co., and later with M. H. Dickerson & Co., then the leading bookstore in Kansas City. In 1893 he took a position with the McClurg Co. at Chicago, remaining six years, afterward going back to Kansas City with Bryant & Douglass, with whom he remained five years.

MARIETTA, O.—The store in the Wittlig Building, on Front Street, formerly occupied by the Colonial Bookstore, has been leased by Kiger and Robe, of Huntington and Columbus, respectively, who opened an up-to-date bookstore there September 1.

ST. LOUIS, MO.—A plan is on foot to reorganize the B. T. Jett Book and News Co., dealers in stationery, who recently went into bankruptcy, with liabilities of \$30,766.11 and assets of \$16,164.79. All bills incurred since July 1 last, it is said, will be paid in full and a satisfactory settlement arranged for previous indebtedness, with no preferred creditors.

SAN FRANCISCO, CAL.—William J. Getty, one of the old timers in the book and stationery business in San Francisco, is now at home in his new office in the Sheldon Building, on Market Street, where he has a line of samples, including Bibles.

SAN FRANCISCO, CAL.—The Chronicle Bookstore, located on Market Street, in the Chronicle Building, has been closing out its stock, offering all books on hand at decided bargains.

VENICE, CAL.—A. L. McKelvey, bookseller and stationer, has made an assignment.

PICK-UPS.

UNIVERSITY NEWS.—"How can you tell a Yale man from a Harvard man?"

"Well, a Yale man always acts as if he owned the world."

"Yes?"

"And a Harvard man always acts as if he doesn't know what vulgar person owns the world, and, furthermore, he doesn't care to know."—*Cleveland Leader*.

PERFECTLY EASY.—"You say you sold that fool story which you were telling me the other day?"

"Yes. I got \$10 for it."

"What publication was silly enough to give you money for that yarn? It was an old one, to begin with, and the point was so far fetched that it lost whatever merit it might otherwise have had."

"I know; but I wrote an introduction to it saying it was 'one of the clever little stories told by the late Justice Brewer.'"—*Chicago Record-Herald*.

Books Wanted

Under this head booktrade subscribers, under their own names, are given five nonpareil lines (exclusive of address) free advertisement for books out of print in any issue except special numbers, but not exceeding 100 lines a year. If over five lines are sent the excess is at 10 cents a line. Books not out of print, repeated matter, and all advertisements from non-subscribers, cost 10 cents a line. Objectionable books are excluded so far as they are noticed.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm-name. The appearance of advertisements in this column, or elsewhere in the WEEKLY, does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withdrawing their use from irresponsible advertisers, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Alison's Old Book Shoppe, 805 Poydras St., New Orleans, La. [Cash.]

Books on Phallic Worship out of print.
Wilson's Watty and Meg (Poems).
The Brother Clerks, a Tale of New Orleans, by Xariffa. N. Y., 1857.
Old Louisiana Books.

Arthur M. Allen, 454 Fulton St., Troy, N. Y.
Thalassa, Mrs. B. Reynolds.
Love the Fiddler, Lloyd Osbourne.
Bird Lore, vol. 2, no. 2; vol. 3, no. 2.
Boccaccio as Man and Author, Symonds.

T. C. Allen & Co., Halifax, N. S. [Cash.]
Distribution of American Wealth, by Spahr.

Amer. Bapt. Pub. Soc., 514 N. Grand Ave., St. Louis, Mo.
Polished Stones and Sharpened Arrows, by C. W. Bibb. Formerly pub. by Thos. Y. Crowell & Co.
History of Damon and Pythias.

Amer. Bureau of Heraldry, 313 Terrace Ave., Mt. Vernon, N. Y. [Cash.]

Gill Genealogy. Montreal, 1887-'89.
Liddell, Blak, Griffin and other Genealogies.

W. H. Andre, 604 Kittredge Bldg., Denver, Colo.
Keats's Works, ed. by Buxton Forman, 4 vols. London, 1883.

The Antlers Book Shop, 322 Royal St., New Orleans, La.
N. Y. City Directories from 1786 to 1824.
D'Esperance, Shadowland.

Baker & Taylor Co., 33 E. 17th St., N. Y.
Robertson, Wm., Life and Times of Right Hon. Jno. Bright. Cassell, 1889.
Bright, Jno., Speeches on Questions of Public Policy, ed. E. T. Rogers. Macmillan, 1869.
Bright, Jno., Public Addresses, ed. James E. Thorald Rogers. Macmillan, 1879.
Baker, Guide to Fiction.
Schaff, History of Westchester, 2 vols.
Oliphant, Mrs. M. O. W., Adam Graeme of Mosgray.
De Arteaga, F., Practical Spanish.

N. J. Bartlett & Co., 28 Cornhill, Boston.
Shorthouse, Sir Percival.
Shorthouse, Countess Eve.
Barnett, Practicable Socialism.

A. A. Beauchamp, 150 W. 91st St., N. Y. [Cash.]
Science and Health, eds. of 1875-'78, '81.
Science and Health, all odd vols. of any ed.
Science and Health, all eds. before the 11th. State edition, condition and price delivered.
Christian Science Journal, vols. 1 to 10, any nos.
Christian Science Church Manuals. State editions.
Christian Science, No and Yes, 1st ed.
Science of Man, 1876 and '79, and any pamphlets.
Christian Science Sentinel, vol. 1.
Rudiments and Rules of Divine Science, 1st ed.
Illustrated books concerning Christian Science.
Messages to Mother Church, 1st eds., any year.
Eddy, Autograph Letters or Documents.
Bevil Faulcon, A. D. Sims. Good price paid.

Bobbs-Merrill Bookstore, W. K. Stewart Co., Indianapolis, Ind.

Knight's History and Management of Land Grants for Education in the Northwest Territory, Papers of American Historical Association, vol. 1, no. 3, 1885.

John C. Calhoun's Works, 6 vols. Appleton.

W. G. Sumner, Societology. Scribner.

W. G. Sumner, Conquest of the U. S. by Spain. Estes.

Bonnell, Silver & Co., 48 W. 22d St., N. Y.

Polychrome Bible, complete set. Pub. by Dodd, Mead & Co.

Book Exchange, Toledo, O.

D'Annunzio, La Giaconda, in English.

Symons, Great Acting in English.

Bourke, Mackenzie's Last Fight.

Simms, Border Romances. Lovell & Co.

Johnson, Anna P., anything by.

Brentano's, 5th Ave. and 27th St., N. Y.

Dixon's Index Prose Fiction.

Spencer's Reality of Religion.

Evans's Hours with the Ghosts.

Hermann's Black Art.

Letters of Julie Lespirasse.

Bibb's Polished Stones.

Lieber's Manual of Pol. Ethics.

Philo Christus.

Green's Historic Families of Kentucky.

Oakley's Illustrations of Lying.

Footfalls on Border of Another World.

Fennell's Gypsy Land.

Butler's Way of All Flesh.

Mrs. Peary's My Arctic Journal.

Griffith's Clipper of Clouds.

Strauss's Old and New Faith.

Claiborne's Life of Quitman.

Sargent's Life of Clay, rev. by Greely.

Boyesen's Commentary on Ibsen.

Wicksteed's Lectures on Ibsen.

Bliss's Quaint Nantucket.

Auerbach's Spinoza.

Taylor's Contrary Winds.

Helper's Impending Crisis.

Anderson's Catalogue of Japanese and Chinese Paintings in British Museum.

Bradlaugh's Fruits of Philosophy.

Charlotte Elizabeth's Flower Garden.

Royal Museum at Naples, by Col. Fanin.

Keightley's Pikeman.

Unspeakable Scot.

Earle's Old Time Gardens.

Roundell's Visit to the Azores.

Huth's Marriage of Near Kin.

Dugdale's Jukes.

Vol. 1 of Gutch's Lytell Geste of Robin Hode.

Life and Letters of FitzGreen Halleck.

Evolutionist at Large.

Clapp Family in America.

Hardwich's Chemistry of Photography.

Chanler's Jungle and Desert.

Ward's Pyramids and Progress.

Jones's Profit Book.

Maitland's Dark Ages.

Prescott's Christian Hymns.

Stead's Hymns that Have Helped.

Christopher's New Methodist Hymns.

Bigg's English Hymnology.

Stevens's Notes on Meth. H. Bk.

Craft's Trophies of Song.

Hatfield's Poets of the Church.

Rogers's Lyra Britannica.

Cramer's Meth. Hymnology.

Three Centuries of Hymnology, Grosert.

Brentano's, 1223 F St., N. W., Washington, D. C.

Craddock, Wrinkles in Seamanship.

Patterson, Naval Encyclopedia, last ed.

Hayes, Military Reservations.

Marklin's Man with a Hoe.

Bridgman & Lyman, 106 Main St., Northampton, Mass.

Cone, Rich and Poor in the New Testament.

Edmund D. Brooks, 89 10th St., South, Minneapolis, Minn.

Cesar's Column, Ignatius Donnelly.

Foster Brown Co., 432 W. St. Catherine St., Montreal.

Ginx's Baby, Edward Jenkins.

Little Hodge, Edward Jenkins.

BOOKS WANTED.—Continued.

Foster Brown Co.—Continued.

The Devil's Chain, Edward Jenkins.
 Fatal Days, Edward Jenkins.
 Captain's Cabin, Edward Jenkins.
 Paladin of Finance, Edward Jenkins.
 Secret of Two Lives, Edward Jenkins.
 Week of Passion, Edward Jenkins.
 State Evangelization, Edward Jenkins.
 Statesmanship, Edward Jenkins.
 Barney Geogehan, Edward Jenkins.
 Imperial Federation, Edward Jenkins.
 England of To-day, Edward Jenkins.

C. N. Caspar Co., 431 E. Water St., Milwaukee, Wis.
 U. S. Agric. Reports, 1906, 1907.
 Levi, Mysteries of Magic.
 Scott, To Him that Hath.

Chapman's Book Store, Montreal, Can.

Atlas of Anatomy, Spalteholz-Baker, 3 vols. Lip-
 pincott.

Chicago Medical Book Co., Chicago, Ill.

Oleson's Secret Nostrums.

The A. H. Clark Co., Caxton Bldg., Cleveland, O.
 Veech, Monongahela of Old.

A. S. Clark, 218 Washington St., Peekskill, N. Y.
 Müller, Max, Chips from a German Workshop.

W. B. Clarke Co., 26 Tremont St., Boston, Mass.
 Lesson of the Master.

Cole Book Co., 69 Whitehall St., Atlanta, Ga.
 Problem of Life, by Abbott.

College for Women Library, Cleveland, O.

Commons, J. R., Proportional Representation, rev.
 ed.

Drähms, A., The Criminal.

Olmsted, F. L., Journey in the Back Country.
 Winter, Alex., N. Y. State Reformatory at Elmira.

Zueblin, C., American Municipal Progress.

Colonial Society, Box 343, Richmond, Va. [Cash.]

Dealers' Catalogues.

Ali Sabin and Wynne reprints.

Bledsoe, Philosophy of Mathematics.

Bledsoe, *Southern Review*, parts.

Brown, Genesis of U. S., vol. 1, buckram.

Famous Composers and Their Music, 16 vols.

Hamilton's Works, vol. 1 only. 1810.

Lower Norfolk County Antiquary, parts.

Va. Law items prior to 1840.

Worrock, Richardson Almanacs.

Columbia University Book Store, 117th St. and
Broadway, N. Y.

Century Magazine of Dec., 1881, containing an ar-
 ticle by Leonard Volk, Life, Mask of Lincoln.

T. O. Cramer, 413 E. 12th St., Kansas City, Mo.
 Rivers of Life, by J. G. R. Furlong, 2 vols., with
 Map.

Science and Health, Eddy.

Burton Holmes's Lectures.

Beecher's Lectures to Young Men.

Cunningham, Curtiss & Welch, P. O. Box 548,
San Francisco, Cal.

Curzon, Problems of the Far East.

Curzon, Persia and the Persian Question.

John F. Davies, Silver Bow Block, Butte, Mont.

Awful Disclosures of Maria Monk.

Century Dictionary of Names.

Century Atlas.

Dawson's Book Shop, 518 So. Hill St.,
Los Angeles, Cal.

California, Arizona and Southwestern books wanted.

Charles T. Dearing, Louisville, Ky.

The Age of Christ, by Stoughton.

The Apocalypse Expounded by the Holy Scriptures.

Denholm & McKay Co., Worcester, Mass.

Daughter of Humanity, Smith-Kerr.

Stoddard's Lectures.

Marsh's Thesaurus.

Dewitt & Snelling, 9 Telegraph Ave., Oakland,
 Cal.

Crime and Punishment.

Overland Mo. Dec., 1894; Nov., '70.

Maetzner's English Grammar, vol. 1 only.

DeWolfe & Fiske Co., 20 Franklin St., Boston,
 Mass.

Pathways in the Alps. Pub. by Kegan Paul.

Tom Sawyer, original ed.

Pierce's Sumner, vols. 3-4.

Washington in War Time.

Heresy of Mehitabel Clarke. Harper.

Dixie Book Shop, 41 Liberty St., N. Y. [Cash.]

Apples of N. Y., Beach, vol. 1 only.

Grapes of N. Y., Hedrick.

Life of an Indian, Darley illustrations.

Doubleday, Page & Co., 133-137 E. 16th St., N. Y.

Manders, by Elwyn Barron.

E. P. Dutton & Co., 31 W. 23d St., N. Y.

Days of Lamb and Coleridge, Alice Lord.

The 20th Century City, J. Strong.

25 copies of Millionaire Households, by Carter.

Robert Browning's Poems, Globe ed., 2 vols. Mac-
 millan.

Eau Claire Book and Stationery Co., Eau Claire,
 Wis.

Plant Lore and Garden Craft of Shakespeare, Ella-
 combe. Pub. by John Lane.

W. C. Edwards, Sibley Block, Rochester, N. Y.

Randolph, Love and Its Hidden Mystery.

Allen, British Barbarians.

The Eichelberger Book Co., 308 N. Charles St.,
 Baltimore, Md.

Schreiner, Story of an African Farm, early ed.

Paul Elder & Co., 239 Grant Ave., San Francisco,
 Cal.

Giant Story Book. McLaughlin Bros.

Field of Cloth of Gold, by James.

The Little Boy Who Lived on the Hill, by Annie
 Laurie. Doxy.

Geo. Engelke, 855 N. Clark St., Chicago, Ill.

Bulletin 50, pts. 2, 3 and 4. U. S. Nat. Museum.

Birds of Middle and North America, Ridgway.

Orchestral Instruments, D. G. Mason.

Chitty's Blackstone, vol. 1, 1900, 19th ed.

H. W. Fisher & Co., 214 S. 15th St., Phila., Pa.

Crime of Sylvester Bonnard, Faience Lib. Crowell.

Celibates, by George Moore. Macmillan.

Exercises in Bed, by Bennett. Hilton & Co.

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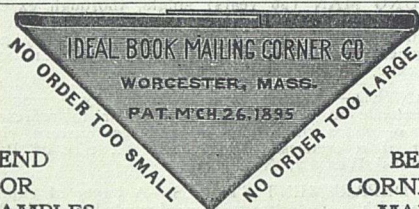
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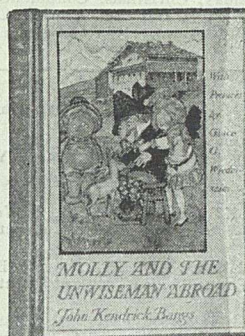
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